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1922

STRAWBERRY  
FESTIVAL  
U. S. Department of Agriculture



# Northern Michigan New Ground Strawberry Plants

"The Farther North the Hardier the Plants"

**BURMEISTER & HARTUNG**  
ONEKAMA, MICHIGAN







## Profits in Strawberries

There are big profits in growing strawberries. From \$700 to \$1,000 per acre is a common return received by careful growers. There is no fruit that is in greater demand; in fact, the demand has increased every year. Strawberries are comparatively easy to grow and they bring the quickest and highest returns on the investment. The capital required to start is small. Many a home and farm has been paid for with strawberries. The return per unit of land is high compared with other crops. Strawberries respond very quickly to good care. The better the care the better the crop; especially if you start with our heavy white-rooted northern grown plants you are bound to get a crop of fine fancy berries.

With the increased freight rates on all farm crops the bulky crops like grain, hay and potatoes are often not paying a profit. Therefore, we must look for a crop that is not so bulky and that sells for more money. That crop is strawberries. We have received \$150 for the berries that can be loaded in the rear of a Ford car.

The amount of money you can make on an acre of strawberries depends on the following:

The quality of plants you plant.

The varieties you plant.

The care you take of your plants.

How you pick and pack your berries.

When once your trade knows that you have strawberries of exceptional quality and flavor you will always get the top market price. This extra price in most cases will pay for the picking, packing, and crate. When once you build up a reputation as a grower of fancy strawberries you will double your net profit per acre.

Make up your mind to give strawberry growing a fair trial this spring. Start with our heavy-rooted, Northern Michigan new ground plants, and give them the right kind of care; pick and pack them the best way you know how and you just can't help making money.

Strawberry growing is a safe and sure business. It offers one of the biggest opportunities of to-day for money making, health and happiness. The work is light. For this reason many people have retired from the professions because of failing health and have not only regained their physical vigor, but in many cases have made more money than before.

Whether the reader is a farmer, a factory worker or a professional man, this may be the turning point of your whole career. Start with strawberries this spring and make your dream of independence, health, and business come true.

No doubt you have a quarter, half or one or more acres of ground which is now bringing you little or no income. A study of this catalogue, the securing of a selection of our hardy, vigorous Northern Grown plants and a little spare time applied to your berries will add \$1,000 or more to your income this year.

Please feel at liberty to write us at any time for any information about strawberry plants, in regard to planting, culture, spraying or marketing, and we will gladly answer any question to the best of our knowledge and ability. This information is free to you. Don't hesitate to write us.



Let Strawberries Pay the Expense of Developing Your Young Orchards. They Will Do It.

## Start Right---*Good Plants Half the Battle*

You cannot build a fine building on a poor foundation, nor can you grow a fine crop of strawberries from poor plants. It's the foundation, vitality and productive ability of the plants that count. If this is not in the plants the very best of soil and care won't bring it out. Speed is bred in a race horse and if the breeding is not there all the training and care in the world won't develop speed. But if speed has been bred in a horse, proper training will develop it to the highest degree. The same applies to strawberries; if productive ability has been bred in a strawberry plant good soil and the proper care will surely develop it to produce a large crop of fine fruit.

Remember, we guarantee you satisfaction or refund your money.

## Plants Guaranteed---No Risk

If it were possible for you to step into a store and select your strawberry plants you would naturally select the very best plants in the store, especially if they were the same price as the other plants. We are making this possible by guaranteeing our plants to arrive in good condition and to meet with your approval in every respect. If we did not positively know that our plants would meet with your approval we would not make the guarantee we do. There is a great satisfaction in satisfying customers and we have done everything possible from planting time to digging time to make our plants the high quality, heavy producing plants that they are.

We have made certain discoveries which have enabled us to ship some of the finest strawberries that ever came from the state of Michigan. You also can ship extra fine strawberries from your section if you start with the right kind of plants and give them the proper care. We have proven by actual test that it does not cost as much to grow a crate of fancy berries with our high quality heavy rooted plants as it does with common plants that only yield a small crop.

Send us a trial order and be convinced. Remember that if our plants do not more than please you may send them back and we will refund your money. You have nothing to lose and everything to gain.

### Our Guarantee

We guarantee our plants to be true-to-name and to satisfy you in every way. On arrival if these plants do not come up to your expectations ship them back to us and we will refund your money.





## *Heavy White Rooted Plants High Yields*

Our plants are grown under ideal conditions and develop a wonderful heavy, white, root system. Honestly, we do not know what black roots are on our farms, but we do know that a black root on a strawberry plant is a dead root. A black root is absolutely worthless to the plant. We guarantee our plants to be absolutely free from black roots. Every root on our plants is a worker, stored full of pep and vitality. This is one of the big secrets of the wonderful success our plants have made wherever they have been tried.

A strawberry plant stores up a large amount of its food in its root system. The larger the root system, the easier it is for the plants to produce large crops of fruit and to withstand dry spells.

### *Send Us a Trial Order*

It only takes 5 quarts of Progressive Strawberries at 40c per quart to pay for 100 plants, which with the proper care ought to yield 100 quarts of strawberries. Can you figure out an investment that will bring you in larger returns? The demand for Strawberries is ever on the increase and the prices will be high for at least some time to come. If you have never before grown strawberries our advice is to start planting strawberries this spring and get acquainted with this profitable as well as healthful occupation.

We have a large supply of PROGRESSIVE plants this year and just a little of your spare money invested in PROGRESSIVE plants will bring you big returns. Do not fail to include PROGRESSIVE with your order.

# How to Plant and Grow Strawberries

The soil and location best adapted to strawberry culture will vary somewhat in different sections. In a general way we have said that any soil that would grow good crops of corn or potatoes would grow good strawberries, and while this seems to be a pretty safe rule, it is also true that in order to grow them to the best advantage it is necessary to have the soil especially adapted. One of the first requisites of the ripening fruit is moisture, and care should be taken that this is provided. Hence a very dry or loose, sandy soil would not be a safe location, although in moist seasons a fair crop might be harvested. Neither is a stiff clay adapted to strawberry growth, as very early in season it cannot be worked without becoming cloddy, and later is apt to bake, and the plants will suffer more than on sandy soil. It would seem that a sandy loam or loam with slight mixture of clay should if properly handled give the best results.

**Drainage.** Having chosen a soil retentive of moisture, it next becomes necessary to prepare for proper drainage in case of excessive rainfall, unless the natural lay of the land is such that no water will stand upon the surface. Tile drains are the only practical ones to use. Open ditches will, perhaps, answer this purpose, but are unsatisfactory in many ways.

**Frost.** In planning your strawberry field care should be taken to avoid frosty locations, such as very low land near marshes or lakes, also valleys where there is no chance for circulation of air, as these localities are very liable to heavy frosts, when higher land or that more open to circulation would show little, if any. A hard frost at blossoming time often ruins the entire crop.

**Manuring.** Where the soil is at all deficient in fertility, we advise using well-rotted stable manure. If this can be applied to the soil the year previous and some cultivated or hoed crop grown, then the following season the land must be in the best possible condition for setting strawberries.

Some writers advocate the plowing under of a clover sod in preparation for this crop, but we are doubtful of this method on account of the **white grub**, the larvae of the May beetle, which is quite apt to infest such soil. Perhaps if only recent seedings were so treated this pest would not trouble, but we would warn all against plowing up an old sod to set strawberries, as the grubs would be almost sure to destroy the greater portion of the plants set. Never plow under green or very coarse manure just before setting strawberry plants, as it would cause the soil to dry out very quickly and will also burn the roots, killing the plants wherever it comes in contact with them. This is important and should be avoided if possible. Any good commercial fertilizer may be used. This should be sown broadcast on land after plowing, and well harrowed in, or may be worked into the soil along the row after the plants are set, care being taken that it does not burn the foliage.

**Fitting the Soil.** Begin by plowing as late in the fall as possible before the ground freezes. This late plowing is beneficial in that the soil lays up loose and open that frost may act upon it more readily, also leaving it in condition to absorb more moisture in the spring which may be drawn upon later in the season in case of drouth. It also tends to kill a great many insects which live over winter in the soil, some of which are quite troublesome and injurious to strawberry growth.

Plow as deep as practicable, eight inches at least, unless this brings the subsoil to the surface, which should not be done under any circumstances. As soon in the spring as the season has fairly opened, just as early as the soil will work up mellow, the land should be thoroughly harrowed, followed immediately with a heavy roller or plank drag. This firming the soil is important, as it is almost impossible to set plants properly if the soil is not reasonably level and firm at the surface. If the surface soil should become too dry and loose it may be necessary to wait for a shower before setting the plants.

**Marking Out.** This may be done in any manner that will give a very shallow, straight mark to set by. A light sled marker that will make three or four marks at once is very handy, and could be made by almost anyone. In garden culture a line may be used.

**Hill Culture,** which consists of growing the single plants, cutting off all runners as fast as made, which causes the plants to "stool out" or grow additional "crowns," which will each produce fruit stems, the rows should be from two and one-half to three feet apart and fifteen to eighteen inches in the row. If to be cultivated both ways, or in checks, two to two and one-half feet would be right. We recommend this method to all those who wish to grow fancy berries and are willing to give the extra culture needed. This system requires a rich or fertile soil.

**The Hedge Row** is quite similar to hill culture. The rows should be from two and one-half to three feet, and twenty to thirty inches in the row; the freer runners the greater distance. The first runners are turned in the row and held in place with soil until they have struck root, generally about every six or eight inches in nearly a

straight row, later all extra runners are kept cut off. This is easily done with a good sharp hoe.

**The Half Matted Row** should be set about three and one-half feet apart and eighteen to twenty-four inches in the row. The runners are all kept off until about the middle of summer, then allowed to root until row is about one foot wide, after this all runners should be cut off. This gives a fine show for fruit.

**The Matted Row** is the system adopted by the greatest majority of fruit growers, although without doubt other methods would prove more profitable. The rows are set four to four and one-half feet apart, and plants from twenty to thirty inches in the row. The runners are all allowed to root, running the cultivator always in the same direction and narrowing it up as required. At times, if the season happens to be favorable to plant growth, and the soil is rich, almost the entire surface will be covered with plants. This method might be allowed on poor soil where fewer plants would be grown, or with varieties that make few plants.

**Setting Out.** We use a common garden spade for opening the holes, which is done just ahead of the setting, not leaving them to dry out. In doing this the operator proceeds along the row, thrusting the spade in the center of the mark already laid out, spacing equal distances according to methods chosen, quite close if to be grown in hills, and further if for matted row.

This should be nearly the depth of the spade, and if the soil is properly prepared this will not require much effort, but if the soil should be very solid, it will require some pressure of the foot.

This spade should be given a slight motion away from, then back toward the operator; when withdrawn, if the conditions are right, you will have a V-shaped opening which will readily receive the roots of the plants. Care should be taken not to weave the spade back and forth too much, as this tends to open too wide a space at the bottom of the hole, making it hard to close properly, and leaving a chance for air space, causing plants to dry out and die.

The greatest pains should be taken in getting the plants into the soil and here is where you should place your most careful workmen; or better still, do this part yourself, if possible. Have the plants set in a shallow basket or other receptacle, with the roots moistened—if the roots are very long they should be cut back to about four inches. The plant should be held by the upper part of the crown, and placed in the spade opening at about the same depth it grew which would bring the crown even with the surface; now let the operator press the soil firmly against the plant with a good strong pressure of the foot, being careful to see that the opening is entirely closed that air may not enter and dry out the roots.

**Cultivation.** As soon after setting as practicable, the surface soil should be stirred very shallow, being careful not to disturb the roots of the plants, also not to cover up the crown or heart of the plant; the latter will cause the plant to die, especially in damp weather, by rotting or smothering the crown. This early cultivation is essential for several reasons: First, to be sure that all the openings near the plants are filled, also to preserve moisture if the weather is dry, by arresting evaporation through capillary attraction. This cultivation should be kept up through the season, never allowing the surface to crust.

However, it is necessary to do some hand work with the hoe in order to loosen all the surface and keep down weeds. The latter is very important.

The blossoms should be pinched out of all spring-set plants, as it is not advisable to let them ripen fruit the first season, as it weakens the growth of the plants and is liable to kill them outright.

All runners should be cut off until the first of July, when if matted row is wanted, the runners may be allowed to root until the desired row is obtained, after which all runners should be kept trimmed off.

**Mulching or Winter Covering.** As soon as growth ceases in the fall and before ground freezes hard, the surface of the field should be well covered with some sort of mulching; either long straw, wild hay, corn stalks or other litter, if free from foul weed seed, will answer the purpose. We advise spreading hay or straw when slightly damp, if possible, and place a little soil on the top at short intervals, which will help to keep it in place in case of high wind.

Some advise using coarse stable manure as a covering and if free from grass seed, this might be advisable, as it would both fertilize and protect the vines from frost. However, we generally "fight shy" of stable manure on plants that we wish to fruit the second season or for longer period, as we have sometimes seen a good stand of clover and timothy on what was supposed to have been a strawberry field. As soon as growth commences in the spring this covering should be taken nearly or entirely off the plants, but may be left between the rows as a mulch to preserve moisture, also to keep the fruit clean at picking time.



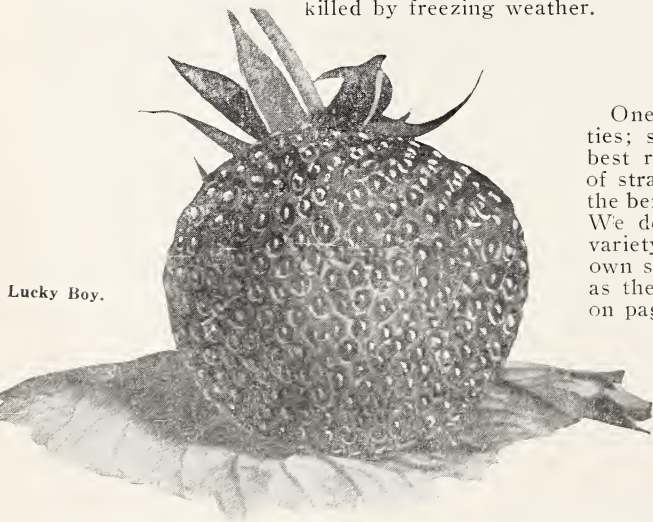


## A Quart of Progressives

This photograph of a quart box of **PROGRESSIVE** Everbearing strawberries was taken October 5th, 1921. The berries were grown on our own farm and is a very good illustration of how we pack our strawberries for the fancy trade. It always pays to pack your berries as neatly and attractively as possible. During the fall of 1921 our **PROGRESSIVES** sold on the Milwaukee and Chicago markets at from \$7.50 to \$3.00 per 16 quart crate. It is very common for our **PROGRESSIVE** plants to yield a quart of strawberries per plant the same season planted.

## Progressive Everbearing

You can have strawberries just as easily in the Fall as in the Spring by planting the **Progressive** which is the best of all Fall or Everbearing Strawberries. This is the strongest growing plant of all the everbearing varieties we have tried. The plants are very large and heavily rooted, producing a phenomenal crop of medium to large fruits of a dark red color, both inside and out, and of sweet mild flavor. Think of having all the berries you can use on your table during the months of August, September, October, and November, and later, if not killed by freezing weather.



Lucky Boy.

## Lucky Boy

One of the largest of the everbearing varieties; should be grown in the hill system for best results. It would yield as many quarts of strawberries to the acre as **Progressive**, but the berries will average larger than **Progressive**. We don't advise customers to plunge on this variety until they have tried it out on their own soil. Include a few of them in your order as they are well worth the trying. See prices on page 14.

Burmeister & Hartung,  
Onekama, Mich.

Texas.

The **Progressive** Plants arrived in good condition. Were planted during dry spell but are doing exceptionally well under these conditions.

TERRELL FLORAL CO.

You can make from \$500 to \$1000 per acre growing Strawberries from Burmeister & Hartung New Ground Plants.

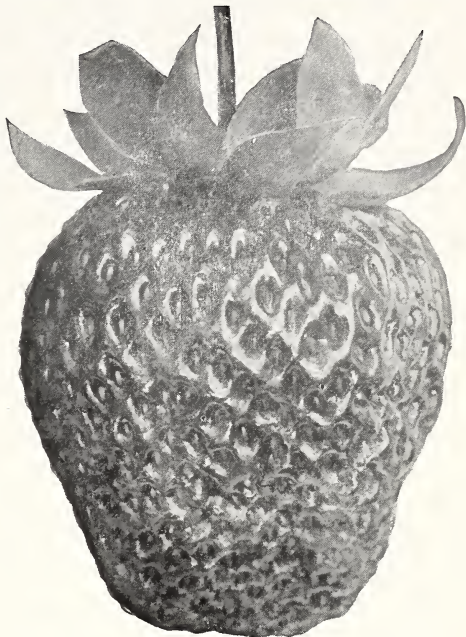
See page 14 for prices on any quantity of all varieties of plants and make out your order on the enclosed order sheet. Make out your order today. Burmeister & Hartung plants always sell.



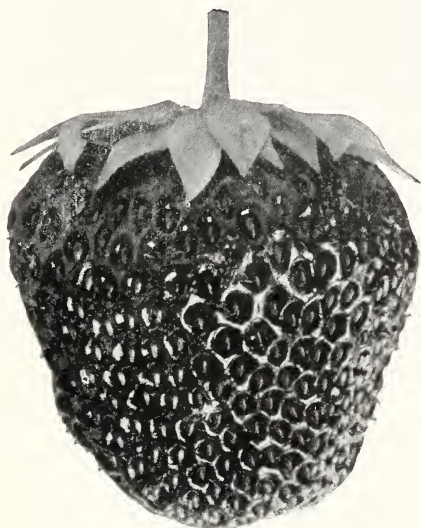
## Standard List of Varieties

### Aroma (Per.) Late

One of the most popular late varieties. Fruit large to very large; holds its size well throughout all the pickings. Berry is roundish-conical, smooth and perfect in form and of a beautiful bright glossy red in color; very firm and of high quality. Its rich aromatic flavor has suggested its name. The habit of spreading which this variety possesses opens the way for the sunlight to reach the crowns. The leaves are broad, clean and smooth and of a dark green color.



Aroma.



Big Late.

### Big Late (Imp.) Late

Bright red glossy berries which have a fine flavor and aroma difficult to describe. It is unequalled for shipping as the berries keep in excellent condition for several days after picking. It is of great size and the plants are very prolific. Its foliage grows tall and spreading. One of the last strawberries to ripen. Should be planted with a good perfect flowering variety.

### Brandywine (Per.) Medium Late

Large deep red fruit, and a fancy market product. Flesh firm and red all the way through. The flavor of Brandywine is very distinctive. A general favorite because of its many fine points and its high productivity. Foliage dark green, roots deep, enabling it to endure more dry weather than most varieties. It thrives in any kind of soil and under any reasonable climatic conditions.



Brandywine.

Burmeister & Hartung,  
Onekama, Michigan.

Gentlemen:—In reply to your letter of inquiry I would state that the strawberry plants you shipped me three years ago arrived in splendid condition and grew very well indeed when planted. It was too bad that a "green" gardener hoed them out by mistake before we had an opportunity to know what the berries would be like when grown in this soil, and in this climate. It is generally thought that strawberries do not do well here unless at an elevation of a thousand or more feet, but the plants, when destroyed, were thriving.

I shall be glad to receive more plants to try out under our semi-tropical conditions. Thank you very much. With kindest regards to you both, I am

Sincerely yours,  
DR. E. D. KILBOURNE,  
Honolulu, Hawaii.





Gibson Strawberries.

### Gibson (Per.) Medium Early

Berries are large and regular in shape, holding their size well to the end of the season. Color rich red. Flavor is neither sweet nor sour, but just right for canning. Extremely productive, in fact we know of no variety that will produce more quarts of berries per acre than the Gibson. It makes a strong vigorous plant that withstands adverse conditions admirably. We recommend it and know you will not make any mistake in planting Gibson.

### Dr. Burrill (Per.) Medium Early

The berries are large, delicious and beautifully formed. The surface of the berry is a deep glossy red only a trifle lighter in color than the Senator Dunlap. The meat is solid and rich. Its long and heavy root system makes it a splendid drouth resister. The foliage is large and of a dark green, having a tough leaf tissue insuring freedom from leaf spots.

#### READ THIS TESTIMONIAL.

Manistee, Mich., Nov. 30, 1921.

Burmeister & Hartung,  
Onokama, Michigan.

Gentlemen:—Please mail me your 1922 catalog as soon as it is ready. Those plants you sent me last spring were the best I have ever seen. The root growth was exceptional, and the stock clean and healthy.

Yours truly,  
C. N. RUSSELL, of Michigan.

#### THIS LETTER PERTAINS TO BERRIES PICKED FROM OUR EXPERIMENTAL BEDS.

Chicago, Ill., Dec. 10, 1921.

Burmeister & Hartung,  
Onokama, Michigan.

Gentlemen:—It is a pleasure to reply to your inquiry as to our experience with strawberries shipped us for sale from your Michigan farm..

We have been handling your strawberries for many years and have always been impressed with the uniformly good pack and the exceptionally fine quality of the fruit. Your berries have steadily improved, indicating the good effect of your experience on your methods of growing and they have always commanded the top market prices. Our demand for such fruit as you ship us is always greater than the supply and we never get enough of it.

Wishing you continued success, we are,

Yours very truly,

JOHN A. RUSK.



Dr. Burrill Strawberries.



## Heritage (Per.) Late

Plants are very large with attractive light green leaves, one of the prettiest and largest berries we grow. They are good plant makers, deep, heavy-rooted and hardy. A variety that is gaining in favor in all berry sections. The fruit is extra large, irregular in shape, firm and of good quality. A good variety for shipping or hauling to markets, also a fine garden berry. The berry has a peculiar color all its own, spoken of as a dark shining crimson with a heavy green calyx, making it very attractive. The Heritage is a great yielder and continues very late yielding a large crop of berries. A good money maker. Be sure and order early as we never fail to sell out on this wonderful variety.

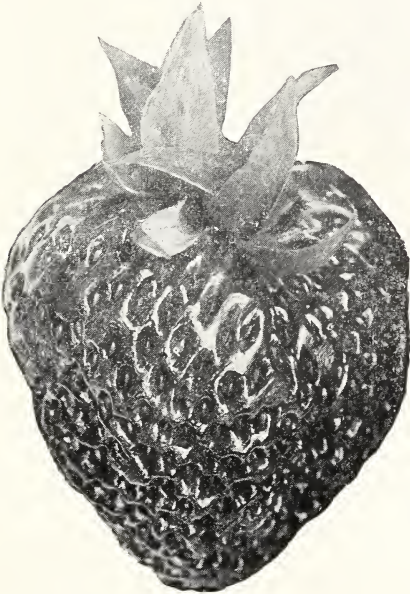


Heritage.

## Joe Johnson (Per.) Late

Fruit large roundish-conical, even in size and shape and holds its size well until the last picking. Dark glossy red, firm and of excellent quality, adapted to practically all conditions of soil and climate. A splendid producer.

A good pollinizer for the late imperfect blossoming varieties. Also known as the Big Joe.



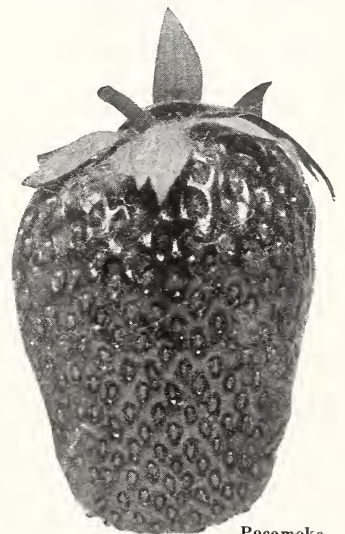
Magic Gem.

## Magic Gem (Per.) Late

The fruit is deep rich red, smooth and solid. Its product is practically 100 per cent fancy berries. It has the desirable faculty of maturing all its fruit, so that the last picking is almost as large and attractive as the first. It is a strong vigorous grower with leaves and stems very thick and tough, withstanding all extreme weather conditions. This variety originated in Idaho, but has succeeded in all parts of the United States and Canada.

## Pocomoke (Per.) Midseason

From the standpoint of a canning variety this berry is a great favorite. It ripens evenly, deep red in color firm, and an enormous yielder. Its heavy foliage acts as a protection to the berries in dry hot weather and it easily adapts itself to all soils. Resembles the Gibson in many ways, needs no "petting," is reliable and dependable. Our stock is fine and true-to-name. Be sure to include this valuable variety in your order.



Pocomoke.

### THE FOLLOWING LETTER PERTAINS TO BERRIES PICKED FROM OUR EXPERIMENTAL BEDS.

Burmeister & Hartung,  
Onekama, Michigan.

Chicago, Ill.,  
Dec. 13, 1921.

Gentlemen:—Answering your recent inquiry in regard to the Strawberries that we have been receiving from you the past few years, will say that we were surely very much pleased with the quality, size and the way they were packed. They were very attractive in appearance and being larger than the ordinary berries we can truthfully say that they brought at least 50 cents per crate more than other berries received from different shippers, or from different sections.

It pays to ship good fruit and have it carefully packed, and your long experience in shipping berries no doubt has proven to you that it is the good fruit that commands the highest prices.

We want your business every season, as we cannot get enough of your berries to supply the demand.

Wishing you continued success and appreciating the business you have favored us with, we remain,

Yours very truly,

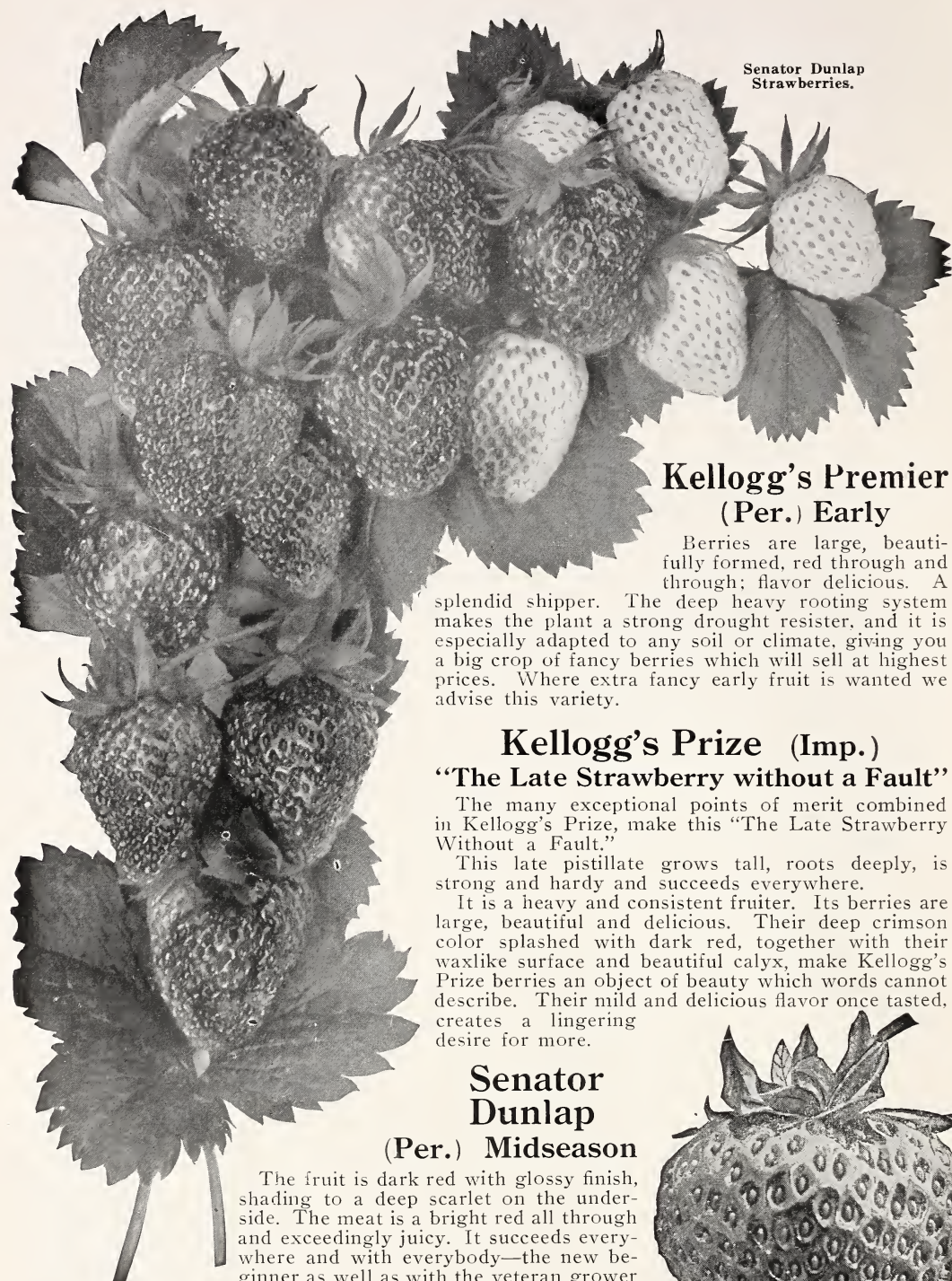
GEO. E. FORD Inc.  
By Wm. F. Cherwin.

Norwalk, Mich.,  
Dec. 1, 1921.

After growing strawberries for several years, I find that plants procured from Burmeister and Hartung Nurseries prove more satisfactory than any I have ever tried. I recommend Burmeister and Hartung strawberry plants to any one desiring vigorous, healthy plants, grown on ideal soil under the most advanced methods.

Yours,  
LUDWIG RADTKE.





Senator Dunlap  
Strawberries.

### Kellogg's Premier (Per.) Early

Berries are large, beautifully formed, red through and through; flavor delicious. A splendid shipper. The deep heavy rooting system makes the plant a strong drought resister, and it is especially adapted to any soil or climate, giving you a big crop of fancy berries which will sell at highest prices. Where extra fancy early fruit is wanted we advise this variety.

### Kellogg's Prize (Imp.)

#### "The Late Strawberry without a Fault"

The many exceptional points of merit combined in Kellogg's Prize, make this "The Late Strawberry Without a Fault."

This late pistillate grows tall, roots deeply, is strong and hardy and succeeds everywhere.

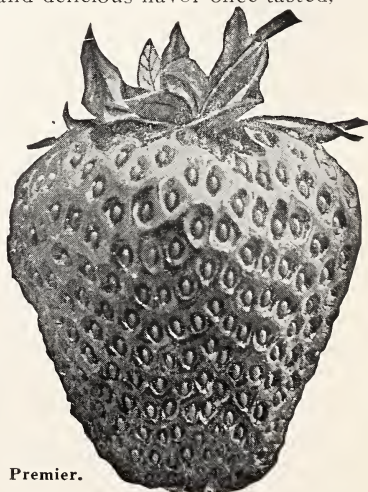
It is a heavy and consistent fruiter. Its berries are large, beautiful and delicious. Their deep crimson color splashed with dark red, together with their waxlike surface and beautiful calyx, make Kellogg's Prize berries an object of beauty which words cannot describe. Their mild and delicious flavor once tasted, creates a lingering desire for more.

### Senator Dunlap

#### (Per.) Midseason

The fruit is dark red with glossy finish, shading to a deep scarlet on the underside. The meat is a bright red all through and exceedingly juicy. It succeeds everywhere and with everybody—the new beginner as well as with the veteran grower—but should not be allowed to mat too

thickly. For a medium-sized productive early to mid-season berry you need not hesitate to plant Dunlap. One of the best and most popular.



Premier.



# INSTRUCTIONS TO PURCHASERS

**Read over very carefully before making out your order. Use the Order Sheet enclosed and sign your name very plainly giving Post Office, County and State.**

**OUR LOCATION.** We are located in the Western Michigan Fruit Belt in Manistee County about three miles from the tempered waters of Lake Michigan, and 200 miles north of Chicago.

**OUR TERMS** are cash with order, or we will book early orders if one-fourth of the amount is remitted on orders sent us before March 15th, and balance to be paid by April 1st or we will allow you 5% discount on all cash orders sent before March 1st. Usual terms to the trade. Remit by draft, express or post office money orders, registered letter or your check will do.

**TELEPHONE.** Long distance telephone in our office.

**PARCEL POST.** We can ship plants by Parcel Post, and within the nearer zones it is the cheaper method.

Within the first three zones, covering three hundred miles, the limit of weight is seventy pounds, while in all other zones the limit is fifty pounds.

With the varying zone rates and the uncertainty of weights it is practically impossible to tell in advance what the cost of transportation of each shipment will be; therefore we find it best to send plants C. O. D. for Parcel Post charges.

This costs an extra ten cents, but it is also an insurance, as these C. O. D. packages have to be receipted for, and are reasonably sure of reaching their destination, while many packages sent in open mail do not.

Where our customers live on R. F. D. routes with Parcel Post delivered at their doors, it is so much more convenient than having to go perhaps several miles to the express office, that to accommodate such we are willing to send in the manner described above.

However, we frankly admit that considering the perishable nature of live plants, we believe that express shipment is the safest and cheapest in the end, although it may cost a little more. We much prefer express shipments.

**BY EXPRESS.** This is the safest way to ship live plants, as it makes fast time with the least liability of delay.

At present all express companies have united under one management, covering the whole United States. However, plants go as second class, and at twenty-five per cent less than General Merchandise rates.

For large orders, or for long distance, express shipment is cheapest, and we think best.

**FIVE PER CENT DISCOUNT ON EARLY ORDERS** accompanied by cash in full will be allowed as a special inducement for you to order early, thereby relieving our busy season. On all orders received before March first you save 5%. **Order now;** you can't make 5% any easier.

**OUR PACKING** is done in the best possible manner and under our personal care. We use light, strong crates or baskets with plenty of moss for packing strawberry plants, making no charge for the work or package. Our long experience in this line gives us a decided advantage in the matter of safe packing. We also have experienced help who have worked with us for several years. Of course, we do not claim infallibility, and are always ready to make reparation where at fault.

**OUR SHIPPING SEASON.** For fall orders we commence shipping Strawberry Plants about October 15th, and continue until the ground freezes about November 15th. Do not ask us to ship plants before as they do not mature before that time as a rule. We would suggest that you follow nature and set all Strawberry plants in the early spring. The earlier the better. The season for spring shipments starts about April 1st or possibly the last week in March and continues until about the 10th of May according to whether the season is early or late.

**OUR PRICES** as a general thing are very low., but on large lists we are sometimes able to give better rates and invite all wanting large lots to write for estimates.

By large lots, we mean a quantity; ten to twenty thousand and up on the standard varieties. On the everbearing varieties ask for prices on 5000 plants and up.

**ORDER BLANK.** Use the order blank attached when ordering, being careful to write your name plainly, giving Postoffice, County and State, and do this every time you write. Also keep a copy of your order yourself. Be particular to say how goods are to be sent, whether by mail or express. All orders are acknowledged immediately upon receipt. If you do not receive an acknowledgment in a reasonable time, write again.

**WHEN TO ORDER.** Early, by all means. The rule generally is "First come, first served," also the early orders find full stock, while later some varieties are liable to be exhausted.

Our customers will please remember that the time for filling orders is short, and it would facilitate our work greatly if orders were sent before the rush.

**SUBSTITUTION.** In ordering please state whether we shall substitute some other variety in case the kind ordered is exhausted. If not forbidden, we claim the right to substitute something of equal value but always label true to name. We always aim to substitute with a variety similar in quality and season, and always something listed at equal or higher rate.

**GUARANTEE AND CONDITION OF SALE.** While we take great pains to have stock true to name, and hold ourselves ready upon proper proof to refund money or replace any that proves untrue, it is mutually agreed that we shall not be liable for a greater sum than the amounts paid for such stock.

Every order received for plants named in this catalog will be received and executed on the above conditions only and with the distinct understanding and agreement on the part of the purchaser that we shall in no case be liable for a greater amount than the sum originally paid to us for the stock in question.

**REFERENCES.** We refer you to the Bank of Onekama, Express Agent or Postmaster of Onekama. Parties writing to any of the above please enclose stamped envelope for reply.

## Certificate of Nursery Inspection

No. 2348.

This Is to Certify, that I have examined the nursery stock of Burmeister & Hartung, Onekama, Michigan, and find it apparently free from dangerous insects and dangerously contagious tree and plant diseases.

This certificate to be void after July 31, 1922.

East Lansing, Michigan, September 1, 1921.

L. R. TAFT,  
State Inspector of Nurseries and Orchards.

## Price List for 1922

These prices are for plants packed and delivered to our Postoffice or Express Company here. Transportation charges to be paid by the purchaser. You may select 50 of a variety at the hundred rate and 500 or more of a variety at the thousand rate. Amounts between 100 and 200 plants of a variety at the hundred rate, between 200 and 300 of a variety at the 200 rate, etc.

### EARLY VARIETIES.

	25	100	200	300	400	1000
PREMIER .....	\$0.50	\$1.25	\$1.85	\$2.50	\$3.10	\$7.00

### MID-SEASON VARIETIES.

DR. BURRILL .....	\$0.50	\$1.15	\$1.50	\$2.00	\$2.40	\$5.50
SENATOR DUNLAP .....	.50	1.15	1.50	1.90	2.30	5.00
GIBSON .....	.50	1.15	1.60	2.10	2.60	6.00
POCOMOKE .....	.50	1.15	1.60	2.10	2.60	6.00

### LATE VARIETIES.

HERITAGE .....	\$0.50	\$1.15	\$1.60	\$2.10	\$2.60	\$6.00
AROMA .....	.50	1.15	1.60	2.10	2.60	6.00
BRANDYWINE .....	.50	1.25	1.85	2.50	3.10	7.00
MAGIC GEM .....	.50	1.35	2.00	2.70	3.30	7.50
BIG JOE .....	.50	1.35	2.00	2.70	3.30	7.50
KELLOGG'S PRIZE .....	.50	1.25	1.85	2.50	3.10	7.00
BIG LATE .....	.50	1.35	2.00	2.70	3.30	7.50

### EVERBEARING STRAWBERRIES.

PROGRESSIVE .....	\$0.75	\$2.00	\$3.50	\$4.50	\$6.00	\$14.00
LUCKY BOY .....	1.00	2.75	5.10	7.00	8.50	20.00

### FIVE PER CENT DISCOUNT ALLOWED ON EARLY ORDERS.

As a special inducement to have you send in your order early we will allow a cash discount of 5 per cent on all orders received before March 1st, accompanied by cash in full.

## Garden Collections

Below we have listed garden collections of some of the best varieties grown, and if you wish to have a Strawberry garden where you can pick strawberries from the beginning to the last of the strawberry picking season you will make no mistake in ordering any of the following assorted Garden Collections at our special discount prices. Order your garden collection by number.

### GARDEN COLLECTION No. 1.

50 Premier. Best early strawberry .....	\$0.63
50 Gibson. Best midseason variety .....	.58
50 Heritage. Largest strawberry grown .....	.58
50 Aroma. Best late berry in its class .....	.58
50 Progressive. Best everbearing strawberry grown .....	1.00

**\$3.37**

This garden collection of 250 plants listed at \$3.37 for which our special price to you is only \$3.00.

GARDEN COLLECTION No. 2, same as No. 1 except there are 100 Everbearing Strawberry Plants instead of 50, costing \$4.37—our special price to you is only \$3.85. GARDEN COLLECTION No. 3, same as garden collection No. 1 except we will give you 200 Progressive Everbearing Plants, regular price, \$5.87—our special price to you only \$5.25. GARDEN COLLECTION No. 4, consisting of 100 plants each of Premier, Gibson, Heritage, Aroma and Progressive; this Garden Collection of 500 Strawberry Plants cost \$6.70—our special price to you, only \$5.85. GARDEN COLLECTION No. 5, same as No. 4 with 100 additional Progressive Everbearing Plants, regular price, \$8.20—our special price to you, \$7.25. GARDEN COLLECTION No. 6, same as No. 4 with 300 additional Progressive Plants, regular price, \$10.70—our special price to you, \$9.75.





# *The Popular* **GIBSON**

## **The Berry that Never Fails**

An excellent flavored and high producing variety developed locally, not the same as the old Gibson that formerly originated in New York. Somewhat resembles the Pocomoke.

Commences to ripen with the second earlies and continues yielding heavily for a long season. Foliage dark green, fruit stems large, has strong staminate bloom and is a good pollenizer for pistillate varieties.

Produces large berries of regular shape, and a deep rich red color which goes all the way through the berry; flavor excellent—just right for table or canning; holds size well to the end of the season.

Makes heavy rows of strong healthy plants, very hardy in bud and bloom, withstands spring frosts that very nearly wiped out such varieties as Bederwood and Warfield. (Note the photo of Field of Gibson plants on the last page.)

The exact parentage or origin of the Gibson is unknown. It was first discovered in Berrien County where a number of farmers were cultivating it with great profit. It has become very popular with growers everywhere because it is a sure cropper, practically never failing to bear a profitable crop of very firm berries of good quality and appearance which bring highest market prices.

For the mid-season market, plant Gibson and you are sure to be pleased.

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## **HERITAGE, THE BIG WONDER**

Heritage is the largest strawberry it has ever been our pleasure to grow. We can not recommend this variety too highly. We have grown Heritage for eleven years and we have never had a crop failure. Heritage plants are large and produce a heavy root system making it possible for them to withstand drought and store up large quantities of plant food for the exceptionally heavy crops of extra large berries they produce. Heritage is sure to surprise you in quantity, quality and size of fruit. Don't fail to include this wonderful berry in your order.





The field of Gibson Strawberry Plants pictured above is the one from which our customers' orders will be filled for this variety. Grown on new ground and having strong, vigorous, and healthy root systems, these plants, if given proper care, are sure to produce wonderful crops

# BURMEISTER & HARTUNG

## ONEKAMA, MICHIGAN